

SHANNON ALBERT-MCDONOUGH
DIRECTOR, CUSTOMER PROGRAMS DEFENSE AND SPACE



Shannon Albert-McDonough was raised to value education, and because of that studied in two countries, graduated with a BS in French and German, and went on to get a MBA with concentrations in Operations and International Business. While in graduate school, she was Co-Captain of the MBA soccer team, and was named Ms. Illinois MBA for embodying the high standards and principles of the program.

Currently a Director within Honeywell's Defense & Space organization, her business (profit and loss) consists of Original Equipment Manufacturers (OEM) in Europe, Canada and South America who produce military aircraft. This diverse and complex business totals \$80M in revenue per year and requires her to manage all functions in a highly matrixed organization. She is an expert in the international defense arena, and has traveled to and worked in many countries (over 25) partnering and promoting industrial cooperation with those nations.

In 2006 she led a team of lawyers and sales professionals to secure a large (\$110M), strategically important contract win with a Chinese OEM. This major win tested her major strengths, which include tenacity, intelligence and diplomacy, due to the complexity of the deal and of the customer. The team was recognized internally for its efforts. Another poignant accomplishment occurred in 2000, when she led a team, which set up a total logistics service (TLS) for the United Kingdom Ministry of Defence. The TLS was for the engines on the Chinook helicopter, and was one of Honeywell's first TLS programs. The Honeywell team was honored in front of the British Parliament for helping the UK cut its defense spending and is still a benchmark program.

In May 2006, she was selected for Honeywell's Focused Development Program (FDP) for leadership program. Annually, only the top 3% of its 100, 000 employees are asked to participate in this elite program.

Running, reading and spending time with family and friends are favorite pastimes. Having a 4-year old daughter keeps her very active and ultimately Shannon gains her main source of creativity and exercise from her daughter!